www.CertBus.com

NCSR-LEVEL-3^{Q&As}

Nutanix Certified Sales Representative (NCSR): Level 3

Pass Nutanix NCSR-LEVEL-3 Exam with 100% Guarantee

Free Download Real Questions & Answers **PDF** and **VCE** file from:

https://www.certbus.com/ncsr-level-3.html

100% Passing Guarantee
100% Money Back Assurance

Following Questions and Answers are all new published by Nutanix Official Exam Center

⚙ **Instant Download** After Purchase

⚙ **100% Money Back** Guarantee

⚙ **365 Days** Free Update

⚙ **800,000+** Satisfied Customers

QUESTION 1

What is the primary concern of a typical system administrator?

A. Employee headcount

B. Shadow IT

C. Complex Management

D. Salary

Correct Answer: B

QUESTION 2

An existing customer has baremetal workloads that are not currently virtualized. What is an appropriate solution to upsell to this customer?

A. Calm

B. Flow

C. ABS

D. Beam

Correct Answer: C

QUESTION 3

An IT manager has trouble keeping morale high within the team. Members worked long hours, on weekends and holidays. The team also faces challenges with crosstraining backup when others wants timeoff.

Which Nutanix value proposition discussion should you highlight to help create a healthier workforce for this customer?

A. Faster time to market

B. Simplified management

C. Reduced TCO/faster ROI

D. Predictable scaling performance

Correct Answer: B

QUESTION 4

An IT Director needs to deploy a "Cloud Strategy Team"but does not have the budget tohire a new fulltime employee.

How does Nutanix help customers in these situation?

A. Nutanix offers presales engineers at a discounted rate to consult with customers

B. Nutanix deployments in the datacenter allow storage engineers to focus on other solutions

C. Nutanix recommends Gartner leading 3rd party cloud consultants to work with their customers

D. Nutanix engages its Executive Search Arm (ESA) to find customers the prope candidates/resources

Correct Answer: B

QUESTION 5

An IT decision maker often gets locked into buying 2 or 3 years cloud"packages" upfront to take advantage of better discounts. Which customerbenefits does this most model conflict?

A. Scale quickly

B. Freedom of choice

C. Fractional consumption

D. Simple to manage

Correct Answer: C

QUESTION 6

A regional retail company plans to open 50 additional stores during the next 2 years. The company hires a services organization to install satellite locations. However the company has limited staff to manage these additional locations.

With whom should you conduct an ease of management value proposition discussion at this retail company?

A. CIO

B. IT Manager

C. Store Manager

D. Application Owner

Correct Answer: A

QUESTION 7

A Nutanix cluster becomes available to the developers for production the same day that it is deployed. This is an example of what Nutanix key customer value proposition?

A. Reduced TCO and increased ROI

B. Reduced complexity with a single GUI

C. Rapid time to market

D. Reduction in IT headcount

Correct Answer: C

QUESTION 8

What should a seller highlight about the Nutanix Net Promoter Score (NPS)?

A. The Nutanix NPS is based on responses from its top 50 customers

B. Since 2014, Nutanix NPS has been 90+

C. Nutanix NPS is in line with the industry average

D. Nutanix NPS has grown exponentially over the last few years

Correct Answer: B

QUESTION 9

A financial firm leverages Nutanix for VDI. The firm needs a highperformance computing solution to help process and analyze the large amount of data the firm receives daily.

Which solution should you recommend to meet this requirement?

A. Splunk on Nutanix

B. Cisco UCS on Nutanix software

C. Commvault for backup at primary and DR sites

D. IBM Power on Nutanix

Correct Answer: A

QUESTION 10

An existing customer is due for a refresh with their VDI deployment using ESXi. This customer wants to deploy additional workloads without additional budget.

What is an appropriate Nutanix expansion strategy in this environment?

A. Crosssell to an adjacent team with more budget

B. Position AHV and allocate savings to additional HW

C. Upsell AFS and allocate savings for additional resources

D. Position DR with AWS to free up budget for new workloads

Correct Answer: B

NCSR-LEVEL-3 VCE
Dumps

NCSR-LEVEL-3 Practice
Test

NCSR-LEVEL-3 Exam
Questions